

# TANNER INDUSTRIES, INC.

735 Davisville Road, 3rd Floor  
Southampton, PA 18966

Phone : 215 - 322 - 1238

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## CERTIFICATE of ANALYSIS

Product: AQUA AMMONIA ( AMMONIUM HYDROXIDE)

Grade : REAGENT  
Date : 06/19/2012  
Customer : U.G.I UTILITIES/HUNLOCK CREEK POWER  
Location : HUNLOCK CREEK , PA  
Purchase Order# : 316110/JEFF STEE

Trailer # / Tractor # : 701 Plant Location : PHILADELPHIA , PA

Lot Number : 061812BH-19  
Assay (% NH3 by Weight) : 19.42 %

Appearance : Clear, Water-White  
Other (\*)

Sales Order # : 493572

An asterisk (\*) notes values listed are typical

Signed : Colleen Sotan

Page : 1 of 1

Revision : 01/09/2003

Form # : QM-9.3-COA-030109.01.01

Prepared by : QC/QA (AQUA COA.DOC)

Approved by : QC/QA



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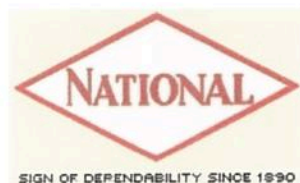


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## ABOUT US

**Tanner Industries, Inc.** is a family owned and operated business comprised of four (4) Divisions.

- National Ammonia Company
- Bower Ammonia & Chemical
- Northeastern Ammonia
- Hamler Industries



We operate 19 strategically located facilities that provide product and service to all Eastern and Central Time Zones of the United States, and as far West as Denver.

Our company's highest priority is to supply quality product in a safe and efficient manner, and as members of the National Association of Chemical Distributors we have implemented the RESPONSIBLE DISTRIBUTION PROCESS. Responsible Distribution is a quality assurance program dedicated to protecting the health and safety of employees, communities, and the environment.



## OUR HISTORY

**Tanner Industries, Inc.** is a third generation, family owned and operated distributor of anhydrous and aqua ammonia whose headquarters are located in Southampton, PA. The roots of our family business date back to December 31, 1954 when Lawrence Tanner, the grandfather of the current management, along with his three sons Richard, Edward and Raymond purchased the National Ammonia Co. from E.I. DuPont. Although Lawrence was active in the business, he immediately named his middle son, Edward, President of the company. At the time, National Ammonia Co. was an unprofitable, local cylinder distributor that operated out of a facility in Northeast Philadelphia. One of the first things Lawrence did after buying the business was to buy a flatbed truck to deliver the cylinders to our customers, rather than having to use common carriers to deliver them, and soon thereafter the business was turning a profit. In 1971 National Ammonia Co. acquired one of its major competitors, the Henry Bower Chemical Manufacturing Co., from Diamond Shamrock. Two additional purchases were to follow: Northeastern Ammonia Company was acquired in 1985, and Hamler Industries in 1991. In 1977 Tanner Industries, Inc. was formed as a parent to the operating divisions and is the name that the business operates under today.

Edward Tanner ran the business until his death in 1984. At that time Richard, the oldest of the three sons had already retired from the business and Raymond was named President. Raymond ran the company until 1990 when he named Stephen "Brad" Tanner, the middle of Edward's three sons who were active in the business, to the position of President, representing the third generation of Tanner management. Today Brad continues to run the business.

Since the purchase of National Ammonia Co. in 1954 the company has grown from that local Philadelphia cylinder distributor into one of the largest anhydrous and aqua ammonia distributors in the United States, selling its products in cylinders, drums, totes, I.t.I. bulk,

full truckloads and rail cars. While we still operate locally out of that original plant in Northeast Philadelphia, the offices were moved to Southampton, PA in 1998 and we have added 18 additional plant facilities around the country. From these facilities we make upwards of 20,000 deliveries per year, 97% to 98% of which are made by our own drivers in our own equipment. We operate a truck fleet today that has grown from that original flatbed truck in 1955 to over 200 tractors and trailers. We also maintain a fleet of 150 rail cars.

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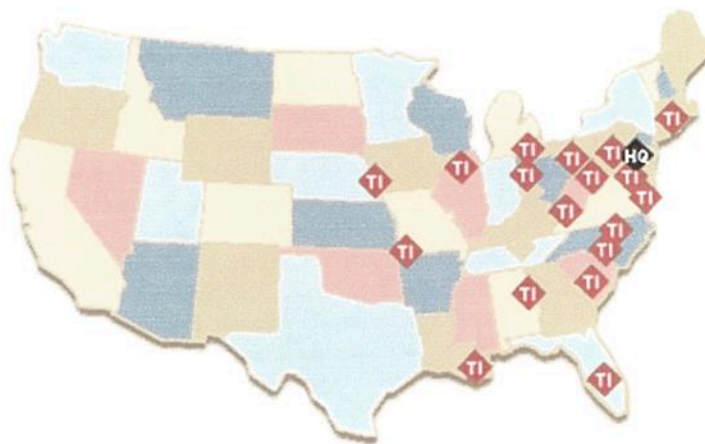
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## LOCATIONS

Facility and  
Distribution Locations:

AL :: Lincoln  
 FL :: Apopka  
 IL :: Belvidere  
 IA :: Council Bluffs  
 LA :: Natalbany  
 MD :: Havre de Grace  
 MI :: Inkster  
 MO :: Neosho  
 NC :: Butner  
 NC :: Fayetteville  
 OH :: Lima  
 PA :: New Castle  
 PA :: Philadelphia  
 PA :: Tamaqua  
 RI :: East Providence  
 SC :: Swansea  
 WV :: Morgantown  
 WV :: Mount Hope

**Tanner Industries, Inc.'s** extensive network of dedicated equipment and facilities, combined with our product knowledge and highly trained personnel, provides you with the convenience of dealing with one company.



 **Facility and Distribution Locations\***

 **Corporate Headquarters\***

\*mouse over area on map to see city and state name

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#### Common Uses for Aqua Ammonia

- :: Chemical, Pharmaceutical
- :: & Petroleum Industries
- :: Agriculture
- :: Resins
- :: Polymers
- :: Acid Neutralization
- :: Water Treatment
- :: Cogeneration - NOX
- :: Scrubber
- :: Explosives

## AQUA AMMONIA

 Please [click here](#) to download a detailed manual on aqua ammonia (pdf).

### Properties

Aqua ammonia, also called ammoniacal liquor, ammonia liquor or ammonia water is produced by dissolving ammonia gas in water. Its proper chemical name is Ammonium Hydroxide.



The grades, or strength of Ammonium Hydroxide usually available commercially are 26° and 21° Baumé. However, **Tanner Industries, Inc.** can produce any strength to meet our customers requirements. The Baumé reading refers to a specific gravity scale. A 26° Baumé solution is equivalent to 29.4% and 21° Baumé solution is equivalent to 19.68%, both by weight of ammonia dissolved in water. Since the Baumé reading varies with temperature, the reading is standardized at 60°F. The density of the material compared to water is 0.8974 (to see a table with more data download our aqua ammonia manual by [clicking here](#) (pdf)).

Aqua ammonia is corrosive to copper, copper alloys, aluminum alloys and galvanized surfaces. Aqua ammonia is an excellent acid neutralizer. Its pH varies with concentration. Typical values are 11.7 at 1%, 12.2 at 5%, 12.4 at 10% and 13.5 at 30%.

The freezing point of a 26° Baumé solution is about -110°F. See the freezing point of other concentrations by downloading our [aqua ammonia manual](#) (pdf).

An aqua ammonia solution has a vapor pressure which varies with temperatures. At ambient temperatures, the vapor pressure of 26° Baumé material just about equals atmospheric pressure. Aqua ammonia should be stored in a closed container and kept cool, otherwise, the ammonia gas will come out of solution and the material strength will be reduced.

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